

JOHN A. GUTKOWSKI, MBA, CPA

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DIRECTOR OF LOGISTICS & SUPPLY CHAIN

Highly accomplished and results oriented Logistics and Supply Chain Director recognized for successfully developing, leading, managing and optimizing complex logistics/supply chain networks with complete P&L accountability in manufacturing and distribution environments.

Broad experience building and leading large cross functional, virtual and face to face teams. Results are high performing cultures that generate tangible savings with consistent internal/external client focused customer satisfaction.

CORE COMPETENCIES

- ✓ Strategic Planning and Execution
- ✓ Integrated Logistics & Supply Chain Management
- ✓ High Productivity with Collaborative Approachability
- ✓ Effective Communication System Wide
- ✓ Financial Analytics and Performance Metrics
- ✓ Fiscal Accountability and P&L Management
- ✓ Mergers, Acquisitions and System Integration
- ✓ Profit Optimization
- ✓ Adaption to Complex Organizational Changes
- ✓ Team Building and Leadership

PROFESSIONAL EXPERIENCE

[KEMIRA](#) | Finland

2004 – Present

Global EUR 2.6B+ chemicals company serving customers in water-intensive industries by providing expertise and chemicals to improve customers' water, energy and raw material efficiency with a focus on pulp & paper, oil & gas, mining and water treatment industries.

Director of Logistics & Supply Chain, North America (East Chicago, IN)

- **Member of senior management team** reporting to \$300M North American business unit president.
- **P&L accountability of \$100M cost center** that includes 200 employees across multiple logistic sites, providing multimode logistics support through rail distribution, internal and outsourced trucking, terminal operations and sourcing with an emphasis on bulk chemical operations.
- **Achieved annual logistics savings of \$1.0-\$2.0M** since 2012 through ongoing comprehensive planning and execution of North American logistics optimization projects.
- **Reduced total recordable injury rate in North American logistics operations to <1.0** per 200k man hours OSHA calculation compared to an industry average of 4.0+.
- **Developed rail car logistics compliance processes** that resulted in annual Class 1 Safe Handling Awards for the past 10+ years.
- **Organizes and leads teams** to optimize supply chains, generate tangible cost savings and improve customer service. Accomplishments include 99.5% on time delivery service and design of improved SAP transportation planning process that generated \$500k+ of annual savings.
- **Experienced in SAP planning.** Order to cash process owner during SAP go live.
- **Implemented custom web based logistics optimization software** interfaced with SAP and generated \$3M of savings in the last five years.
- **Maintained flat logistics unit costs** during rapidly escalating market increases through mode optimization and creative logistics terminal network redesign.

- **Integrated logistics operations, planning and transaction execution** within North America to align with global policies where applicable.
- **Restructured and aligned logistics** with various acquisitions and divestures of businesses, operations and plants including a \$100M polymer business acquisition.
- **Established cross functional S&OP process** within business unit to optimize raw material usage and processes for manufacturing plants and logistics distribution network.
- **Developed financial and operational** metrics used by logistics/supply chain organization as a basis of monthly and annual performance measurement.
- **Adapted immediately and gained North American logistics/supply chain responsibility** after the sale of Eaglebrook Inc. to Kemira.

EAGLEBROOK INC. (Acquired by Kemira) | **Chicago, IL**

1994 – 2004

Eaglebrook was a privately held water treatment chemical distribution company.

Director of Logistics & Supply Chain (1997 – 2004)

- **Designed and implemented logistics and supply chain organization** as a centralized function.
- **Decreased unit freight costs by 10%** resulting in savings of over \$1.5M.
- **Achieved \$1M+ of distribution cost savings** within the first year of the position through better asset utilization, decreased fixed costs and implementation of sound supply chain procedures.
- **Successfully managed the largest cost center** within the firm that encompassed 100+ employees and the majority of the asset base.
- **Assisted with the strategic planning** and completion of two acquisitions.
- **Secured and negotiated \$4M of freight contracts** with external customers that eliminated poor equipment utilization and generated complementary business with additional profit.
- **Established a supply chain function** that included custom Internet based software for all facilities that resulted in \$.5M savings through more efficient equipment optimization and reduced customer failures.
- **Completely restructured the supply chain/logistics operations and its management** to produce a highly effective, cost efficient, team driven and autonomous functional group.
- **Negotiated key logistics service provider contracts.**

Controller (1994 – 1997)

- Redesigned and restructured North American accounting functions for a high-growth \$60M privately-held revenue firm.
- Developed a company-wide budget process and forecasting methodology.
- Facilitated all U.S. banking relationships.
- Managed all capital including all leasing and financing decisions within the firm.
- Supervised purchasing, operations analysis and credit functions.
- Implemented product supply and demand forecasting and modeling.

EDUCATION

DePaul University Kellstadt Graduate School—Masters of Business Administration in Finance

DePaul University—Bachelor of Science Degree in Accountancy